

MICHIGAN HEARING AID DEALERS LICENSING GUIDE

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1. HOW THE PROFESSION IS ORGANIZED IN MICHIGAN

OVERVIEW

This guide looks at things that you as a foreign-educated hearing aid dealer must do to become eligible for a license in Michigan.

REGULATION OF THE HEARING AID DEALER PROFESSION IN MICHIGAN

The Bureau of Professional Licensing (BPL) within the Michigan Department of Licensing and Regulatory Affairs (LARA) regulates the hearing aid dealer profession in Michigan. Before you can be eligible for licensure as a hearing aid dealer, you must meet certain requirements and pass a state examination. The examination is administered by PSI Services LLC (PSI) through testing centers in Michigan.

2. ELIGIBILITY FOR LICENSING

The process for obtaining a hearing aid dealer license:

- Has 2 years of experience as a hearing aid salesperson under the direct supervision of a licensed hearing aid dealer.
- Has passed the hearing aid dealer examination approved by the department.
- Be at least 18 years of age.
- Be of good moral character.

The process for obtaining a hearing aid salesperson license:

- Has 6 months of experience as a trainee.
- Has passed the hearing aid salesperson examination approved by the department.
- Be at least 18 years of age
- Be a graduate of an accredited high school or secondary school.
- Be of good moral character.

3. EXAMINATIONS

Before being allowed to sit for the state board examination administered through PSI, you must submit an application to our office for the license type in which you are applying for along with the required fee. Upon receipt of the application, a determination will be made as to whether requirements for licensure have been satisfied. If so, approval to sit for of the examination will be sent to you providing the instructions of how to apply for the state board examination.

I. HEARING AID SALESPERSON EXAMINATION

The hearing aid salesperson examination consists of two parts, a written and practical examination which is a demonstration of making an ear impression, using a live model.

The state board examination is 2 hours in length and contains 100 multiple-choice questions covering the following subject areas:

- Client History and information
- Ear Examination
- Audiometric Assessment of Hearing
- Evaluation of Client/Patient Suitability for Hearing Instruments
- Selecting and Evaluating Hearing Instruments
- Fitting and Dispensing Hearing Instruments
- Orienting and Educating Clients and Follow-up Care
- Repair of Hearing Instruments
- Sales and Administrative Regulation

The cost of the examination is \$72. In order to pass the exam, you must achieve a minimum score of 70%.

II. HEARING AID DEALER EXAMINATION

The hearing aid dealer examination is written only. It is 90 minutes in length and contains 65 multiple-choice questions covering the following subject areas:

- Michigan Regulatory & Statutory Requirements
- Audiometric Assessment of Hearing and Hearing Aid Modifications
- Contracts
- Managing a Hearing Aid Business
- Federal Regulation of the Hearing Aid Industry

The cost of the examination is \$76. In order to pass the exam, you must achieve a minimum score of 70%.

4. TIME AND COSTS

To be successfully licensed as a Hearing Aid Dealer in Michigan depends on a number of factors, including:

- Your performance on required examinations
- The completeness of your educational records
- Your access to employment that can bring you necessary qualifying experience
- Your free time and what you can afford to spend on licensing

We provide two hypothetical scenarios to show just some of the variety of results that immigrant professionals may find when they seek to become licensed in Michigan. Please consider these scenarios as two examples out of many possibilities. Please understand that individual experiences may vary.

HYPOTHETICAL SCENARIOS:

Step	More Efficient Scenario <i>Approximate Time and Cost</i>	Less Efficient Scenario <i>Approximate Time and Cost</i>
1 2 years of qualifying experience	<ul style="list-style-type: none"> You have 2 years of qualifying experience 	<ul style="list-style-type: none"> You only have 1 year of qualifying experience 1 year
2 Submit application to BPL	<ul style="list-style-type: none"> Submit complete application 1 month + \$100 	<ul style="list-style-type: none"> Submit incomplete application 5 months + \$100
2 Exams	<ul style="list-style-type: none"> Pass exam on first attempt 1 month + \$76 	<ul style="list-style-type: none"> Have to retake the exam Takes 6 months to retake the exam 6 months + \$152
	<i>More Efficient Total</i> <i>Approximately 2 months + \$176.</i>	<i>Less Efficient Total</i> <i>Approximately 2 ½ years + \$252.</i>

5. OTHER CAREERS AND CREDENTIALS

Hearing aids are dispensed from a hearing aid office; however, the office is not licensed through BPL.

6. BEYOND LICENSING

MAINTAINING LICENSURE

Hearing aid dealer licenses expire on November 30 of odd-numbered years. Licensees will receive a renewal notice approximately 90 days prior to the expiration date. You must renew the license online and the cost to renew is \$160.00. If your license expires for longer than 60 days, you will be required to apply for relicensure to reactivate your license.

Hearing aid salesperson licenses expire on November 30 of odd-numbered years. Licensees will receive a renewal notice approximately 90 days prior to the expiration date. You must renew the license online and the cost to renew is \$100.00. If your license expires for longer than 60 days, you will be required to apply for relicensure to reactivate your license.

Hearing aid trainees licenses expire 2 years from the date of original issuance. Licensees will receive a renewal notice approximately 90 days prior to the expiration date. You must renew the license online and the cost to renew is \$40.00. If your license expires for longer than 60 days, you will be required to apply for relicensure to reactivate your license.

LICENSING MOBILITY (RECIPROCITY)

Michigan does not have a reciprocal agreement with any other state.

7. IMPORTANT LINKS

LICENSING AND REGULATION

- The [Bureau of Professional Licensing](#) is the state regulatory agency for the Hearing Aid Dealer profession in Michigan. The website specifically for hearing aid dealers is www.michigan.gov/hearingaiddealers, which includes links to the hearing aid dealers' laws and administrative rules, applications, frequently asked questions, etc.
- Contact information: Department of Licensing and Regulatory Affairs, BPL-Licensing Division, PO Box 30670, Lansing MI 48909.
- Telephone Number 517-241-9288; Fax: 517-373-7179 Email: bplhelp@michigan.gov

TESTING

- Candidate Information Bulletins are available on PSI's website at www.psiexams.com.